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LAKE COUNTY

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EGR.LakeCountyFL.gov

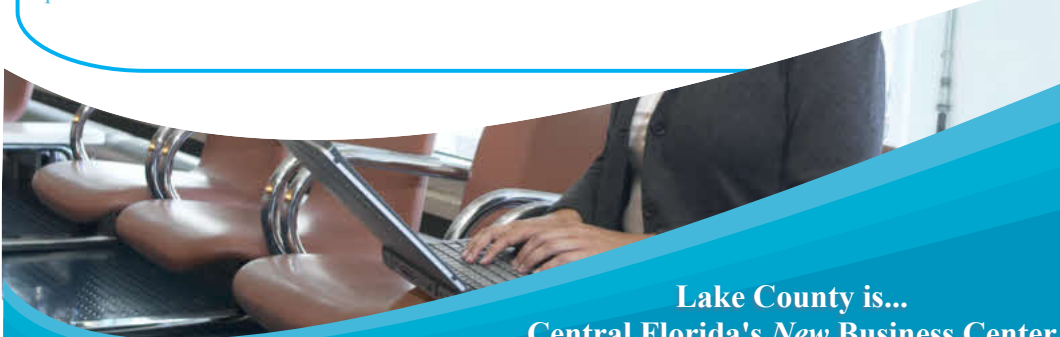
EGR.LakeCountyFL.com is Launched!

On April 1st, the Lake County Department of Economic Growth & Redevelopment (EGR) launched a new website, EGR.LakeCountyFL.com! This site was designed and created through the collaborative effort of the EGR department, Information Outreach department and Information Technology department. This website was created by ensuring the goals of EGR were met, by coordinating the marketing efforts of the County, by properly leveraging the assets of the County, and at a substantial cost savings to Lake County.

The new website features County demographics, business assistance and resource information, EGR's newsletter registry, economic development news, and information regarding County, state, and federal incentive programs. The interactive portion of the website, the "[Available Property Finder](#)," utilizes the Lake County Geographic Information Services (GIS) Division's mapping technology to provide a powerful tool for real estate brokers and property owners to advertise commercial and industrial properties that are for sale or lease.

The "Available Property Finder" will show detailed information on commercial and industrial properties such as photographs, location, square footage and sale/lease list prices. In addition, for each listed property, Property Appraiser records and Tax Collector records are a click away, while a demographic and/or business report on the surrounding area may be produced. Based on a user-determined radius, the demographic report shows current and five-year projections of populations, housing units, median family income and per capita income. The business report details the number, type and annual sales of businesses in the requested range.

"A comprehensive, interactive, and informative Web site is one of the most important tools in today's competitive economic-development climate," said Dottie Keedy, Director of the Lake County Department of Economic Growth & Redevelopment. "More and more site selectors and businesses are using the Internet to determine where they want to start a business, relocate, and/or expand their operations."



Lake County is...
Central Florida's *New Business Center*

Lake County Enters Partnership with Leesburg & UCF for Business Incubator



The Lake County Board of County Commissioners recently entered a partnership agreement with the City of Leesburg and University of Central Florida (UCF) Research Foundation to strengthen a business incubator at the Leesburg Business & Technology Center, located at 600 Market St. The Incubator was created about a year ago, through a partnership between Leesburg, Lake-Sumter Community College Business Resources Center, Leesburg Chamber of Commerce and SCORE. Under the new partnership agreement, space for the incubator is provided by the City and Lake County is supplying \$85,000 to the UCF Research Foundation to fund staffing for the incubator.

With five other incubators throughout Central Florida, this will be UCF's first incubator in Lake County. The UCF Research Foundation will provide a variety of services to fledgling companies at the Leesburg incubator, such as networking, business counseling, finance & accounting, education, intellectual properties, technology, legal services, marketing, office operations and public relations.

"Business incubation is a critical element of economic-development strategy," said Dottie Keedy, Director of the Lake County Department of Economic Growth & Redevelopment. "Studies show that 95 percent of companies stay in the community where they are established. Incubator support greatly reduces the risk of failure and approximately 90 % percent of companies that graduate from an incubator program are still in business five years later."

"Incubators are important because statistics show that within the first three years of a new business there is a significant amount of businesses that don't make it," said Ken Thomas, Director of the Leesburg Economic Development Department. "In a business incubator, 85% of clients make it within the first three years. UCF will provide an array of business-development services and resources to help accelerate the growth of our incubator," he said. "In addition, when you say UCF incubator I think more people are going to pay attention to it."

According to Dr. Tom O'Neal, UCF Associate Vice President for Research & Commercialization and Director of the Incubation Program, the UCF Research Foundation will bring program support and experience in running an incubator to the Leesburg facility. "With our network of other incubators, we can provide a big-scale incubator in Leesburg without the big scale in costs and structure," he said. "We have been able to successfully leverage the University and all its resources, as well as community assets, to help companies. We've helped more than 100 companies, and we have more than 60 companies in the system right now. We have graduated 34 companies from the program and 32 are still in the community and in business. So, that's how we measure success."

County Commissioners Approve High-Value Job Creation Incentive

The Lake County Board of County Commissioners approved an application for a \$62,000 High Value Job Creation (HVJC) incentive to the Mount Dora-based company of Buildtelligence Web Solutions for 31 new positions with an average annual salary of more than \$36,000. Buildtelligence is an IT company specializing in search engine optimization. The company currently employs 14 employees. It was recently awarded a large contract with a national firm requiring the need for 31 additional positions.

"In an effort to encourage Buildtelligence to remain in Lake County and based on a review of the information and salaries furnished, the Lake County Department of Economic Growth & Redevelopment recommended approval of the incentive," said Dottie Keedy, Director of the Department.

The HVJC program assists with stimulating short-term economic growth by either attracting new businesses to the County or by expanding existing businesses that would otherwise expand elsewhere.

"The creation of new employment opportunities for residents of Lake County and the increased tax revenues resulting from business expansion or relocation within the County is beneficial to the local economy," Keedy said.



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EGR regularly visits companies throughout the County. This is done so that EGR has a better understanding of what types of companies exist in Lake County, of any support or services we can provide to assist these companies, and of bringing and growing new business in the County. Listed below are some of the companies EGR has visited in the past couple months. Some of these visits were done on a collaborative effort with representatives of the Lake-Sumter Business Resources Center, Metro Orlando EDC, County Commissioners, and City officials. If you know of any companies that EGR should visit to help forward the Economic Growth of Lake County, please contact Cary Pierce at cpierce@lakecountyfl.gov.

Envirosafe is located in Groveland and is the leader in the production of affordable, reliable, turn-key fuel systems that comply with all local, state, and federal regulations. Whether you need storage for diesel, gasoline, off-road diesel, bio-diesel, ethanol, oil, avgas or jet-a, Envirosafe has a durable, easy to install and cost-effective solution to fit the bill. For more information on Envirosafe, please visit www.EnviroSafeTanks.com.

Insulated Component Structures (ICS) is located in Eustis and specializes in the manufacturing and installation of commercial, residential, and custom building materials. ICS custom manufactures high quality, energy efficient, easy to assemble, building components as an alternative to conventional building methods. For more information on ICS, and the products and services they provide, please visit www.ics-sips-fl.com.

DMMI Promotions, Inc. (DMMI) is located in Mount Dora and specializes in direct mail print production. DMMI has the capability to print thousands of direct mail pieces daily, each with individualized content such as name, address, etc. If you would like more information on DMMI and the products and services they provide, please visit www.DMMIPromotions.com.

Raptor Fabrication and Equipment (Raptor) is located in Groveland and specializes in the production of bio-diesel. Raptor has clients worldwide who are creating the alternative fuel for personal use and also for large scale use. For more information about Raptor and the products and services they provide, please visit www.RaptorFE.com.

Environmental Composites is located in Tavares and specializes in the manufacture and design of multiple fiberglass products. Examples include drain skimmers, molded fiberglass grating, marine dock components, manatee gates, stormwater drainage gates, and more. Environmental Composites products are ideal for waterfront and offshore applications. They are environmentally friendly and have no harmful preservatives added. For more information about Environmental Composites and the products and services they provide, please visit EnvironmentalComposites.com.

South Lake Hospital is located in Clermont and provides health care services to the community of South Lake County. South Lake Hospital is dedicated to a patient-centered continuum of care that gives peace of mind from diagnosis through recovery. Their facilities, advanced treatments and procedures, and highly qualified staff make South Lake Hospital an exceptional health care institution. For more information about South Lake Hospital and the services they provide, please visit www.SouthLakeHospital.com.

Data Graphics, Inc is located in Mount Dora and specializes in product identification production for high-tech Original Equipment Manufacturers. Data Graphics' uncompromising quality and impeccable service have made them an industry leader whose customers include The Boeing Co., Lockheed Martin, and Siemens. Recently, Data Graphics created a sister company, DG Promotions, Inc that specializes in screen print, embroidery, and promotional products. For more information about Data Graphics please visit www.DataGraphicsInc.com or for DG Promotions please visit www.DGPromInc.com.

Vann Gannaway Chevrolet is located in Tavares and is a new and used car dealership. Vann Gannaway Chevrolet prides itself on customer service. Vann Gannaway Chevrolet's slogan is "Where the only thing you'll like better than our price, is the buying experience itself." For more information on Vann Gannaway Chevrolet, please visit www.VGChevy.com.



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